26 October 2026

Australian Trade Remedies Commissioner
Australian Trade Remedies Commission

RE: ANTI-DUMPING CASE 691 — ALUMINIUM WINDOWS AND DOORS FROM CHINA

Dear Commissioner,

I support the findings in the Statement of Essential Facts for Case 691 and the introduction of effective, lasting anti-dumping measures where warranted by the Commission's evidence. My biggest concern is the long-term sustainability of Australian manufacturers who employ local people, invest in factories and support regional communities, but are being asked to compete against imported products sold at substantially lower prices.

I am writing as CEO of Westal Windows Pty Ltd. We manufacture and supply aluminium windows and doors and operate across Orange, Canberra and Singleton. Our business supports Australian manufacturing and regional employment, and we are directly exposed to competition from imported finished window and door products.

Over recent years, we have encountered significantly cheaper competing quotations for imported aluminium windows and doors. We have lost many residential projects, and customers regularly expect us to match prices offered on imported products. This has put considerable pressure on our selling prices and profit margins. Further indicative details from our experience are included in the confidential section below.

The effect is not confined to individual tenders. We have reduced factory staffing, are operating below our available production capacity and have postponed purchases of machinery and equipment. These are real consequences for regional manufacturing and for the people and businesses that depend on it.

What we are seeing is consistent with the Commission's discussion of price undercutting in tenders and quotations (SEF, p. 190) and price suppression affecting domestic manufacturers' ability to recover their costs (SEF, pp. 18 and 176). I recognise that the Commission must assess the broader evidence and other market factors; this letter sets out the impact we have experienced at Westal.

If we could compete on a fairer basis, we would have greater confidence to increase factory employment, invest in new machinery and expand Australian production. We are not asking to be protected from normal competition. We want the opportunity to compete on sustainable terms while continuing to manufacture locally.

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We have also heard concerns from builders and customers about water leakage, inadequate sealing and whether safety glazing on some imported products meets Australian Standards. We have not independently verified those reports and do not put them forward as findings of non-compliance. We understand product quality and compliance are separate from the dumping and injury questions being examined in Case 691.

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I ask the Commission to take account of the experience of independent regional manufacturers when finalising it's recommendations. Subject to the Commission's final evidence and findings, I support effective and durable measures that address injurious dumping and allow Australian manufacturers to compete fairly. I also support the Australian Glass and Window Association's efforts to present the industry's experience in this investigation.

Yours sincerely,



Nathan Ovenden
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Westal Windows Pty Ltd

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